

For Six Month Period Ending _____

30 JUN 1991

(Insert date)

Name of Registrant Bahamas Tourist Office
d/b/a Bahamas News Bureau

Registration No. 2310

Business Address of Registrant
Ministry of Tourism
P.O. Box N-3701
Nassau, Bahamas

I—REGISTRANT

1. Has there been a change in the information previously furnished in connection with the following: N/A

(a) If an individual:

(1) Residence address	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Citizenship	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Occupation	Yes <input type="checkbox"/>	No <input type="checkbox"/>

(b) If an organization:

(1) Name	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(2) Ownership or control	Yes <input type="checkbox"/>	No <input type="checkbox"/>
(3) Branch offices	Yes <input type="checkbox"/>	No <input type="checkbox"/>

2. Explain fully all changes, if any, indicated in item 1.

N/A

IF THE REGISTRANT IS AN INDIVIDUAL, OMIT RESPONSE TO ITEMS 3, 4, and 5.

3. Have any persons ceased acting as partners, officers, directors or similar officials of the registrant during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name

Position

Date Connection
Ended

4. Have any persons become partners, officers, directors or similar officials during this 6 month reporting period?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Citizenship</i>	<i>Position</i>	<i>Date Assumed</i>
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5. Has any person named in Item 4 rendered services directly in furtherance of the interests of any foreign principal?

Yes ☐ No ☒

N/A

If yes, identify each such person and describe his services.

6. Have any employees or individuals other than officials, who have filed a short form registration statement, terminated their employment or connection with the registrant during this 6 month reporting period? Yes ☐ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Position or connection</i>	<i>Date terminated</i>
Walter Elsbesser	Area Manager New York	January 31, 1991

7. During this 6 month reporting period, have any persons been hired as employees or in any other capacity by the registrant who rendered services to the registrant directly in furtherance of the interests of any foreign principal in other than a clerical or secretarial, or in a related or similar capacity? Yes ☐ No ☐

If yes, furnish the following information:

<i>Name</i>	<i>Residence Address</i>	<i>Position or connection</i>	<i>Date connection began</i>
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II—FOREIGN PRINCIPAL

(PAGE 3)

8. Has your connection with any foreign principal ended during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish the following information:

Name of foreign principal

Date of Termination

-
9. Have you acquired any new foreign principal¹ during this 6 month reporting period? Yes ☐ No ☒

If yes, furnish following information:

Name and address of foreign principal

Date acquired

-
10. In addition to those named in Items 8 and 9, if any, list the foreign principals¹ whom you continued to represent during the 6 month reporting period.

The Bahamas Ministry of Tourism

III—ACTIVITIES

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement? Yes ☒ No ☐

If yes, identify each such foreign principal and describe in full detail your activities and services:

(See Insert 11)

¹The term "foreign principal" includes, in addition to those defined in section 1(b) of the Act, an individual or organization any of whose activities are directly or indirectly supervised, directed, controlled, financed, or subsidized in whole or in major part by a foreign government, foreign political party, foreign organization or foreign individual. (See Rule 100(a)(9)).

A registrant who represents more than one foreign principal is required to list in the statements he files under the Act only those foreign principals for whom he is not entitled to claim exemption under Section 3 of the Act. (See Rule 208.)

12. During this 6 month reporting period, have you on behalf of any foreign principal engaged in political activity² as defined below?

Yes ☐ No ☒

If yes, identify each such foreign principal and describe in full detail all such political activity, indicating, among other things, the relations, interests and policies sought to be influenced and the means employed to achieve this purpose. If the registrant arranged, sponsored or delivered speeches, lectures or radio and TV broadcasts, give details as to dates, places of delivery, names of speakers and subject matter.

13. In addition to the above described activities, if any, have you engaged in activity on your own behalf which benefits any or all of your foreign principals? Yes ☐ No ☒

If yes, describe fully.

²The term "political activities" means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.

IV—FINANCIAL INFORMATION

14. (a) RECEIPTS—MONIES

During this 6 month reporting period, have you received from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal, any contributions, income or money either as compensation or otherwise? Yes ☒ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies.³

<i>Date</i>	<i>From Whom</i>	<i>Purpose</i>	<i>Amount</i>
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(See Insert 14 (a))

Total

(b) RECEIPTS—THINGS OF VALUE

During this 6 month reporting period, have you received any thing of value⁴ other than money from any foreign principal named in Items 8, 9 and 10 of this statement, or from any other source, for or in the interests of any such foreign principal? Yes ☐ No ☒

If yes, furnish the following information:

<i>Name of foreign principal</i>	<i>Date received</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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³A registrant is required to file an Exhibit D if he collects or receives contributions, loans, money, or other things of value for a foreign principal, as part of a fund raising campaign. See Rule 201(e).

⁴Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

15. (a) **DISBURSEMENTS—MONIES**

During this 6 month reporting period, have you

(1) disbursed or expended monies in connection with activity on behalf of any foreign principal named in Items 8, 9 and 10 of this statement? Yes ☒ No ☐

(2) transmitted monies to any such foreign principal? Yes ☐ No ☐

If yes, set forth below in the required detail and separately for each foreign principal an account of such monies, including monies transmitted, if any, to each foreign principal.

<i>Date</i>	<i>To Whom</i>	<i>Purpose</i>	<i>Amount</i>
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(See Insert 15 (a))

Total

15. (b) **DISBURSEMENTS—THINGS OF VALUE**

During this 6 month reporting period, have you disposed of anything of value⁵ other than money in furtherance of or in connection with activities on behalf of any foreign principal named in items 8, 9 and 10 of this statement?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date disposed</i>	<i>Name of person to whom given</i>	<i>On behalf of what foreign principal</i>	<i>Description of thing of value</i>	<i>Purpose</i>
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(c) **DISBURSEMENTS—POLITICAL CONTRIBUTIONS**

During this 6 month reporting period, have you from your own funds and on your own behalf either directly or through any other person, made any contributions of money or other things of value⁵ in connection with an election to any political office, or in connection with any primary election, convention, or caucus held to select candidates for political office?

Yes ☐ No ☒

If yes, furnish the following information:

<i>Date</i>	<i>Amount or thing of value</i>	<i>Name of political organization</i>	<i>Name of candidate</i>
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V—POLITICAL PROPAGANDA

(Section 1(j) of the Act defines "political propaganda" as including any oral, visual, graphic, written, pictorial, or other communication or expression by any person (1) which is reasonably adapted to, or which the person disseminating the same believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, or in any other way influence a recipient or any section of the public within the United States with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party or with reference to the foreign policies of the United States or promote in the United States racial, religious, or social dissensions, or (2) which advocates, advises, instigates, or promotes any racial, social, political, or religious disorder, civil riot, or other conflict involving the use of force or violence in any other American republic or the overthrow of any government or political subdivision of any other American republic by any means involving the use of force or violence.)

16. During this 6 month reporting period, did you prepare, disseminate or cause to be disseminated any political propaganda as defined above? Yes ☐ No ☒

IF YES, RESPOND TO THE REMAINING ITEMS IN THIS SECTION V.

17. Identify each such foreign principal.

N/A

⁵Things of value include but are not limited to gifts, interest free loans, expense free travel, favored stock purchases, exclusive rights, favored treatment over competitors, "kickbacks," and the like.

18. During this 6 month reporting period, has any foreign principal established a budget or allocated a specified sum of money to finance your activities in preparing or disseminating political propaganda? Yes ☐ No ☒

If yes, identify each such foreign principal, specify amount, and indicate for what period of time.

19. During this 6 month reporting period, did your activities in preparing, disseminating or causing the dissemination of political propaganda include the use of any of the following: *N/A*

- ☐ Radio or TV broadcasts ☐ Magazine or newspaper articles ☐ Motion picture films ☐ Letters or telegrams
☐ Advertising campaigns ☐ Press releases ☐ Pamphlets or other publications ☐ Lectures or speeches

☐ Other (specify) _____

20. During this 6 month reporting period, did you disseminate or cause to be disseminated political propaganda among any of the following groups: *N/A*

- ☐ Public Officials ☐ Newspapers ☐ Libraries
☐ Legislators ☐ Editors ☐ Educational institutions
☐ Government agencies ☐ Civic groups or associations ☐ Nationality groups
☐ Other (specify) _____

21. What language was used in this political propaganda: *N/A*
☐ English ☐ Other (specify) _____

22. Did you file with the Registration Section, U.S. Department of Justice, two copies of each item of political propaganda material disseminated or caused to be disseminated during this 6 month reporting period? *N/A* Yes ☐ No ☐

23. Did you label each item of such political propaganda material with the statement required by Section 4(b) of the Act? Yes ☐ No ☐ *N/A*

24. Did you file with the Registration Section, U.S. Department of Justice, a Dissemination Report for each item of such political propaganda material as required by Rule 401 under the Act? *N/A* Yes ☐ No ☐

VI—EXHIBITS AND ATTACHMENTS

25. EXHIBITS A AND B

- (a) Have you filed for each of the newly acquired foreign principals in Item 9 the following:

Exhibit A⁶ Yes ☐ No ☐ *N/A*
Exhibit B⁷ Yes ☐ No ☐

If no, please attach the required exhibit.

- (b) Have there been any changes in the Exhibits A and B previously filed for any foreign principal whom you represent during this six month period? Yes ☐ No ☐

If yes, have you filed an amendment to these exhibits? Yes ☐ No ☐

If no, please attach the required amendment.

⁶The Exhibit A, which is filed on Form CRM-157 (Formerly OBD-67) sets forth the information required to be disclosed concerning each foreign principal.

⁷The Exhibit B, which is filed on Form CRM-155 (Formerly OBD-65) sets forth the information concerning the agreement or understanding between the registrant and the foreign principal.

26. EXHIBIT C

If you have previously filed an Exhibit C⁸, state whether any changes therein have occurred during this 6 month reporting period. Yes ☐ No ☐ **N/A**

If yes, have you filed an amendment to the Exhibit C? Yes ☐ No ☐

If no, please attach the required amendment.

27. SHORT FORM REGISTRATION STATEMENT

Have short form registration statements been filed by all of the persons named in Items 5 and / of the supplemental statement? Yes ☐ No ☐ **N/A**

If no, list names of persons who have not filed the required statement.

The undersigned swear(s) or affirm(s) that he has (they have) read the information set forth in this registration statement and the attached exhibits and that he is (they are) familiar with the contents thereof and that such contents are in their entirety true and accurate to the best of his (their) knowledge and belief, except that the undersigned make(s) no representation as to the truth or accuracy of the information contained in attached Short Form Registration Statement, if any, insofar as such information is not within his (their) personal knowledge.

(Type or print name under each signature)

(Both copies of this statement shall be signed and sworn to before a notary public or other person authorized to administer oaths by the agent, if the registrant is an individual, or by a majority of those partners, officers, directors or persons performing similar functions who are in the United States, if the registrant is an organization.)

Renée D. Mayers
 RENÉE D. MAYERS

Subscribed and sworn to before me at NASSAU, BAHAMAS

this 30th day of August, 1991

[Signature]

(Signature of notary or other officer)

ACTING REGISTRAR GENERAL

⁸The Exhibit C, for which no printed form is provided, consists of a true copy of the charter, articles of incorporation, association, constitution, and bylaws of a registrant that is an organization. (A waiver of the requirement to file an Exhibit C may be obtained for good cause upon written application to the Assistant Attorney General, Criminal Division, Internal Security Section, U.S. Department of Justice, Washington, D.C. 20530.)

UNITED STATES DEPARTMENT OF JUSTICE
REGISTRATION UNIT
CRIMINAL DIVISION
WASHINGTON, D.C. 20530

NOTICE

Please answer the following questions and return this sheet in triplicate with your supplemental statement:

1. Is your answer to Item 16 of Section V (Political Propaganda - page 7 of Form CRM-154, formerly Form OBD-64 - Supplemental Statement):

Yes _____ or No X

(If your answer to question 1 is "yes" do not answer question 2 of this form.)

2. Do you disseminate any material in connection with your registration:

Yes X or No _____

(If your answer to question 2 is "yes" please forward for our review copies of all such material including: films, film catalogs, posters, brochures, press releases, etc. which you have disseminated during the past six months.)

Renée D. Mayers
Signature

July 23, 1991
Date

Renée D. Mayers
Please type or print name of
signatory on the line above

Sr. Executive - Administration
Title

91 SEP -4 10:15

11. During this 6 month reporting period, have you engaged in any activities for or rendered any services to any foreign principal named in Items 8, 9, and 10 of this statement?

Yes X No

If yes, identify each such foreign principal and describe in full detail your activities and services:

All offices are devoted to the promotion of tourism in The Bahamas on behalf of The Bahamas Ministry of Tourism. Some of the activities in which the offices were engaged were:

- Participation in sales conferences, conventions and trade shows, etc. throughout the United States (see attachments)
- Liaison with tour operators, airlines and travel agents to stimulate their interest in the Bahamas' tourism and to engage in joint promotions and advertising (see attachment)
- Coordination of familiarization trips to The Bahamas and teaching ins for travel agents (see attachments).

91 SEP -4 16:15

BAHAMAS TOURIST OFFICE - FLORIDA

SCHEDULE OF ACTIVITIES

JANUARY - 1991

<u>DATE</u>	<u>EVENT</u>
January 16-20	A.S.T.A. South - Orlando (Disney World)
" 25-28	PGA Merchandise Show - Orange County Convention Center - Orlando

BAHAMAS TOURIST OFFICE - FLORIDASCHEDULE OF ACTIVITIESFEBRUARY, 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
February 4	J.P.C. Blitz - Nassau/Paradise Is. Meeting 8:30 a.m.	S. Jones J. Scherer R. Treco I. Thompson
" 5	Seatrade '91 Fountainbleau Hotel - Miami Beach	R. Treco
" 5	J.P.C. Blitz	
" 5	Midway Airlines/Grand Bahama Reception & Sales Blitz - Embassy Suites, Ft. Lauderdale	J. Scherer
" 6	Seatrade '91	I. Thompson
" 6	J.P.C. Blitz	
" 6	Midway/Grand Bahama Reception & Sales Blitz - Sheraton Design Center - Ft. Lauderdale	J. Scherer
" 6	FAM - Orlando/Marsh Harbour, Abaco	R. Treco
" 7	J.P.C. Blitz	
" 7	Seatrade '91	S. Jones
" 7	Southern Area Manager's Meeting - Atlanta	S. Jones B. Shine E. Lesemann
" 7	Midway/Grand Bahama Reception & Sales Blitz - Westin Cypress Creek - Ft. Lauderdale	J. Scherer
" 7	FAM - Orlando/Marsh Harbour, Abaco	R. Treco
" 8	Suncoast Travel Show - St. Petersburg	J. Munnings N. Gibson
" 8	Southern Area Manager's Meeting - Atlanta	S. Jones B. Shine E. Lesemann

ACTIVITIES (CONT'D)

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
February 8	Seatrade '91	I Thompson
" 8	J.P.C. Blitz	—
" 8	FAM - Orlando/Marsh Harbour, Abaco	R. Treco
" 9	Southern Area Manager's Meeting - Atlanta	S. Jones B. Shine E. Lesemann
" 9	Suncoast Travel Show - St. Petersburg	J. Munnings N. Gibson
" 10	Suncoast Travel Show - St. Petersburg	E. Lesemann N. Gibson
" 12	J.P.C. Breakfast Seminar - Marriot Cypress Creek - Ft. Lauderdale	J. Scherer
" 12	Paradise Island Breakfast Seminar Holiday Inn - Boca Raton	R. Treco
" 12	JPC Breakfast Seminar - Royce West Palm Beach	
" 13	Paradise Island Breakfast Seminar Royce Hotel - West Palm Beach	R. Treco S. Jones
" 13	J.P.C. Breakfast Seminar Sheraton Design - Ft. Lauderdale	J. Scherer
" 13	J.P.C. Breakfast Seminar - Hyatt Regency Coral Gables	S. Jones I. Thompson
" 14	Paradise Island Breakfast Seminar Jupiter Beach Hilton - Jupiter	R. Treco
" 14	Travel Market Place - Ft. Lauderdale	J. Scherer
" 14-20	Miami International Boat Show Stephen Muss Convention Center - Miami Bch	J. Scherer R. Treco I. Thompson N. Gibson J. Munnings S. Jones

ACTIVITIES (CONT'D)

three

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
" 19	Paradise Island Breakfast Seminar Marriot North Cypress Creek Ft. Lauderdale	J. Scherer
" 19	National Trade Show - Ft. Myers	R. Treco
" 19	Don Holland - Jacksonville	S. Jones
" 20	National Trade Show - Ft. Lauderdale	J. Scherer
" 20	Paradise Island Breakfast Seminar Hyatt Regency - Coral Gables	I. Thompson
" 21	National Trade Show - West Palm Beach	B. King
" 21	Paradise Island Breakfast Seminar Ft. Lauderdale Airport Hilton - Dania	J. Scherer
" 22	National Trade Show - Daytona Beach	B. Shine

BAHAMAS TOURIST OFFICE - FLORIDASCHEDULE OF ACTIVITIESMARCH, 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
February 27	Charles Hadley School Presentation	B. King
February 28	Central Florida Boat Show Orange County Convention Center Orlando	
March 01	Central Florida Boat Show Orange County Cnevention Center Orlando	
March 02	Central Florida Boat Show Orange County Covention Center Orlando	
March 03	Central Florida Boat Show Orange County Convention Center Orlando	
March 3 11	<i>BRIDAL Show - Radisson</i> Regional Sales Meeting Miami (tentative)	<i>I Thompson</i>
March 11	Don Holland - Ft. Lauderdale	J. Scherer
March 12	Don Holland - Orlando	B. Shine
March 14	National Trade Show - Ft. Walton Beach	J. Scherer
March 14	Don Holland - Tampa	E. Lesemann
March 15	Ocean Expo '91 International Radisson Convention Facility Miami	
March 16	Ocean Expo '91 Internaitonal Radisson Convention Facility Miami	
March 17	Ocean Expo '91 International Radisson Convention Facility Miami	
March 25	Don Holland - Miami	R. Treco I. Thompson

OF ACTIVITIES (CONT'D)

Page Two

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
March 26	Don Holland - West Palm Beach	B. King
March 27	Don Holland - Ft. Myers	R. Treco
March 29	GOOD FRIDAY	

BAHAMAS TOURIST OFFICE - FLORIDASCHEDULE OF ACTIVITIESAPRIL, 1991EVENT

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
April 02	Family Island Reception Royce - West Palm Beach	
" 03	Family Island Reception Hilton - Ft. Lauderdale Airport	
" 04	Family Island Reception Hyatt - Coral Gables	
" 07-13	Sun N' Fun - Lakeland Fly-in Sheraton Hotel - Tampa	
" 08	TOPS Trade Show Miami Airport Hilton	
" 09	Family Island Reception Holiday Inn Oceanfront - Melbourne	
" 10	Family Island Reception Twin Towers - Orlando	
" 11	Family Island Reception Wyndham Harbour Island - Tampa	
" 12-14	FAM - Freeport	
" 12-14	ASTA - Convention Center Tampa	
" 16	Henry Davis - Orlando	
" 18-21	Meeting Planners FAM - Nassau	
" 23	PAL - Tampa	
" 24	PAL - Ft. Myers	
" 25	PAL - West Palm Beach	

BAHAMAS TOURIST OFFICE - FLORIDASCHEDULE OF ACTIVITIESMAY 1991

	<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTAIVE</u>
May	01-03	Caribbean Close-Up	S. Jones
"	02-05	Ft. Lauderdale Spring Boat Show	B. King J. Scherer R. Treco
"	10	FAM - Freeport/Bahamasair - (Day)	
"	08-10 or 09-11	FAM - Orlando/Harbour Island	B. Shine
"	13-15	FAM - Orlando/Nassau	B. Shine
"	13	J.P.C. Blitz - /Miami	
"	14	J.P.C. Blitz - Breakfast Seminar/Miami	
"	15	J.P.C. Blitz - Ft. Lauderdale	
"	15	M.P.I. - Trade Show - Orlando	
"	16-20	Meeting Planners FAM - Freeport	
"	17	J.P.C. Blitz - Orlando/Tampa	
"	17-19	FAM - Governor's Harbour - Pan Am	
"	19-21	FAM - Eleuthera - Orlando - U.S.Air	
"	21-23	FAM - Ft. Lauderdale - N.Eleuthera	
"	29-31	FAM - Orlando/Abaco - American Airlines	B. Shine
"	31-02 June	FAM - /Eleuthera Staff	

BAHAMAS TOURIST OFFICE - FLORIDA

SCHEDULE OF ACTIVITIES

JUNE, 1991

<u>DATE</u>	<u>EVENT</u>	<u>REPRESENTATIVE</u>
June 18	Paradise Island Breakfast - Naples	
" 19	Paradise Island Breakfast - Ft. Myers	
" 11	FAM - Freeport Tallahassee, Fl.	I. Thompson
" 18-20	FAM - Abaco - U.S.Air	
" 20	Paradise Island Breakfast - Sarasota	E. Lesemann
" 21	Paradise Island Breakfast - Tampa	E. Lesemann
" 25	Paradise Island Breakfast - Ft. Walton Beach	
" 26	Paradise Island Breakfast - Tallahassee	
" 27	Paradise Island Breakfast - Jacksonville	
" 28	Paradise Island Breakfast - Melbourne	
" 27-30	M.P.I. Freeport	

BAHAMAS TOURIST OFFICE
2957 Clairmont Road, N.E.
Suite 150
Atlanta, Georgia 30345
Telephone: (404) 633-1793

MEMORANDUM

TO: Sr. Administrative Assistant

FROM: Regional Manager

July 24, 1991

RE: FILING OF REGISTRATION FORM -
U.S. JUSTICE DEPARTMENT

Per your request, the following is a breakdown of activities that BTO-Atlanta participated in January thru June 1991.

JANUARY

- Radio promotion with WIIN FM-98 radio station in Jackson, Ms. Promotion ran end January to March, with grand prize giveaway of trip to Nassau.
- Participated in Brownell Travel Trade Show in Birmingham, Al. January 18-19.
- Participated in AAA Travel Show in Murfreesboro, Tn. January 17th in conjunction with US Air. Gave away trip for two to Nassau.
- Attended Uniglobe Travelfest January 26th at the Georgia World Congress Center-Atlanta. A consumer travel show that featured a live auction of several trips to various destinations.
- Sales presentation to AAA Explorers Club - Tennessee Friday, January 25th.

Telemarketing calls:	85
Sales calls:	164
Trade/Consumer Shows:	2

FEBRUARY

- Joint sales call with Bill Lockett of Travel & Entertainment, Inc., promoting Bill Lockett's Bahamas Jazz and Blues Festival '91.
- Sales presentation to Ultimate Travel Systems.
- Attended Don Holland Travel Trade Show Monday, February 18th.
- Attended CTO monthly meeting.
- Attended TIAG monthly meeting
- Attended Premier Cruise Lines presentation, Hyatt Hotel, Atlanta.
- Sales presentataion to BTO staff Wednesday, February 14th by Carnival Crystal Palace.
- Assisted Adventure Travel-Birmingham and NBC Television station - crew visited Freeport and Nassau March 26 & 27 to shoot segment for morning show.

Total sales calls:	165
Trade/Consumer Shows:	5
Telemarketing calls:	92

MARCH

- March 12th, joint sales calls were made with Adventure Tours in Nashville, Tennessee.
- Participated in Southern Women Show in Nashville, Tn. March 21-24. In conjunction with Princess International gave away trip for two to Freeport.
- Attended CTO monthly meeting and Board of Directors meeting.
- Attended Delta Airlines 50th Anniversary reception - Atlanta, March 7th.
- Participated in National Trade Shows seminar series:

Monday, March 11, Holiday Inn - Nashville, Tn.
Tuesday, March 12,, Wilson World - Memphis, Tn.
Wednesday, March 13, Radison Hotel - Birmingham, Al
Monday, March 18, Holiday Inn - Roswell, Atlanta

- Attended Henry Davis Travel Show, Monday March 11, Birmingham, Al. and Tuesday,, March 12th, Atlanta.
- Tuesday, March 12, attended Executive Committee Breakfast at Ritz Carlton Hotel - hotel was host.
- Participated in Atlanta Boat Show at Georgia World Congress Center March 13-17.
- Participated in Pal Travel Trade Show seminars:
Tuesday, March 19 - Jackson, Ms.
Wednesday,, March 20 -Memphis, Tn.

Total sales calls:	268
Total telemarketing calls:	109
Trade/Consumer shows:	14

APRIL

- Cruise presentation to BTO staff Monday, April 8th by Discovery Cruises.
- BTO/Princess Vacation Int'l fam trip to Freeport April 12-16. Agents from Chattanooga and Nashville.
- Sales presentation for Ultimate Travel Systems Saturday, April 13. Group of 150 travelled to Nassau on Carnival Cruise Lines June 13.
- Attended CTO monthly meeting and Board of Directors monthly meeting.
- Presentation to Simms Elementary School Thursday, March 18.
- Friday, March 19, presentation to American Express in conjunction with Club Med.
- Monday, April 22, presentation to Gerogia State University, Tourism Management class.
- Tuesday, March 23, attended Carnival Crystal Palace cocktail reception for travel agents Nashville, Tn.
- Participated in Princess Vacation Int'l sales blitz Nashville, Tn. March 23-26.

Total sales calls:	155
Telemarketing calls:	113
Fam trips:	1
Group presenttions:	1
Trade/Consumer Shows:	8

MAY

- Participated in Radio promotion with WKRG Radio in Mobile, Alabama. In conjunction with Paradise Island Resorts and Casino, BTO gave away three 4 days/3 nights packages as grand prizes. In return received radio and TV exposure. Promotion ran April 15 - May 17, 1991.
- Participated in Golf Promotion called "Take your best shot", featuring two radio personalities competing in a golf tournament to benefit the Baptist Medical Center in Birmingham, Al. Divi Resorts-Nassau provided 4 days/3 nights grand prize give away. WERK radio also participated.
- Attended the annual Travel Industry Unity Dinner-Atlanta. In attendance were all entities of the travel community in Atlanta, together honouring those who contributed to the growth of Tourism in the State of Georgia. This year's honouries were the nine persons responsible for securing Atlanta as the host city for the 1996 Olympics.
- Thursday, May 23 participated in Montego World Travel "Summerfest" in Decatur, Ga. British Colonial Beach Resort povided a 4 day/3 night give away.
- Attended CTO monthly meeting and Board of Directors meeting.
- May 7-10 attended Grand Masters Annual Conference, New Orleans. 1992 conference scheduled for Carnival's Crystal Palace-Nassau.
- May 17-20, hosted group of 14 travel agents on fam trip to Nassau. Air provided by Delta Airlines.

Total sales calls:	174
Total telemarketing calls:	117
Fam trips:	1
Trade/Consumer Shows:	1

JUNE

- Saturday, June 1, in conjunction with GQ Magazine, BTO participated in the "GQ Work Out Promotion", Sportstown Store-Atlanta. All day consumer show.
- Wednesday, June 5 attended CTO Board of Directors meeting.
- Thursday, June 6, hosted Bahamas Breakfast Seminar for approximately 100 travel agents at Ritz Carlton Hotel - Atlanta.
- June 6 and 7 Sales Blitz of Atlanta and surrounding area.
- Participated in Travel Age East Trade Show June 7-9 at Inforum Convention Center - Atlanta.
- BTO & WKRG presently working on a possibly live broadcast promotion from Nassau tentatively schedule for July 22-26. Delta also to participate.
- Monday, June 10, participated in the March of Dimes Pro-Am Golf Tournament, Nashville, Tn. Sponsored by Veesan Travel and American Airlines. BTO secured a 4 days/3 night grand prize give away from Paradise Island Resorts and Casino.
- Wednesday, June 19th sales representation to a group (approx. 150) singles of the South Central Conference of the Seventy Day Adventist Church. Group considering a retreat in Nassau June/July, 1992.
- June 21-23, participated in Cobb County Celebration Expo in conjunction with North Metro Travel. BTO secured a 4 days/3 nights prize give away from British Colonial Beach Resort.
- Attended CTO Monthly meeting Tuesday, June 18.

Total sales calls:	186
Total telemarketing calls:	164
Fam trips:	1
Presentations:	1

Edward E. Archer

(P) Edward E. Archer, CTC

CHICAGO REGION
JANUARY - JUNE, 1991 PROMOTIONS/SEMINARS

JANUARY

2-4 Milwaukee Boat Show, Milwaukee, WI
22 ATC Travel Consultant Show, Rockford, IL
24 Acapulco Bar Promotion, Elk Grove Village, IL
24-30 St. Paul Winter Carnival, St. Paul, MN
29 Grand Bahama Blitz & Seminar, Downtown, Chicago
30 Grand Bahama Blitz & Seminar, Oakbrook, IL
31 Grand Bahama Blitz & Seminar, Oak Lawn, IL

FEBRUARY

1 American Express In-House Seminar, St. Louis, MO
1 SKAL Meeting, St. Louis, MO
3 Seminar/Dinner for ASTA Missouri Valley Chapter in conjunction with TWA and Carnival, St. Louis, MO
10-11 Maupin Tours Consumer Mall Promotion, Overland Park, Kansas
12 University of Milwaukee Student Fair, Milwaukee, WI
13 Student Fair, Madison, WI
14 Carnival Crystal Palace Breakfast Seminar, Indianapolis, IN
15 Carnival Crystal Palace Breakfast Seminar, Louisville, KY
16-18 Chicago Golf Show, Rosemont, IL
18 Radio Station KEZK's Bridal Fair, St. Louis, MO

February 20

TWA Breakfast Seminar, Madison, WI

MARCH

1-3 PGA Golf Show, Madison, WI
1-3 Travel & Recreation, Bloomington, IL
5 Don Holland, Madison, WI
6 Don Holland, Chicago, IL
7 Don Holland, Milwaukee, WI
8-10 Milwaukee Golf Show, Milwaukee, WI
15 Apple Vacations Conch-A-Thon, Elk Grove Village, IL
18 HOT 102.3 Bahamas Promotion, Kenosha, WI
20 St. Louis Dispatch Show, St. Louis, MO
23 Sentinel New Charities Fashion Show, St. Louis, MO
25 Global Travel Service & Creighton University, Omaha, Nebraska
27 American Trans Air In-house Presentation, Indianapolis, Indiana

APRIL

1 HOT 102.3 "Catch the Rays" Promotion, Chicago, IL
1 Travel Marketplace, O'Hare, Rosemont, IL
1-8 Chicago Soccer FC Tournament, Nassau
4 Cleveland Plain Dealer, Cleveland, OH
9 Bahamas Seminar, Champaign, IL
9 Minneapolis Star Tribune Show, Champaign, IL
10 Bahamas Seminar, Bloomington, IL

April 11-14 ASTA Central Regional, Tampa, FL
13 Blue Ridge Mall Travel Show, Kansas City, MO
17 Bahamas Seminar, Springfield, MO
22-25 Bahamas Sales Blitz, Chicago & Suburbs
25-27 Uniglobe Fam Trip, Nassau, Bahamas

MAY

2 Studenaker Bahamas Night, Schaumburg, IL
2-6 HOT 102.3 Radio Promotion, Freeport, IL
3-5 Our World Underwater, Chicago, IL
4 Indiana Black Expo, Gary, Indiana
6 Girls Guide Presentation, St. Louis, MO
7 Grozzo Academy Presentation, Chicago, IL
7 Cotton Club Jump-In Promotion, Chicago, IL
8 ASTA Supplier Presentation, St. Louis, MO
14 GoGo Bahamas Seminar/Presentation
18-21 United Supreme Council Presentation,
 Minneapolis, MN
23 Illinois Professional Women In Travel,
 Chicago, IL

JUNE

7-9 ASTA Wisconsin - Bahamas Presentation, WI
8 Lobster Bake Promotion, LaGrange, IL
16 Real Man--Cook Promotion, Chicago, IL
26 ASTA Mississippi Valley Chapter, Moline, IL
27 Black Agents Presentation, Chicago, IL

<u>DATE</u>	<u>NAME/LOCATION OF SHOW</u>
Jan. 12	5th Annual 1991 Central Coast Travel Expo, San Luis Obispo (L.J.)
Jan. 20	San Diego Bridal Bazaar, (J.R.)
Jan. 22	ASFA's 8th San Diego Travel Festival (J.R.)
Feb. 2-3	13th Annual Orange County Travel Show, Orange Cty. (J.R.)
Feb. 7-10	14th DEMA Trade Show, Las Vegas (L.J.)
Feb. 9-10	11th Annual Metro World Travel Show, Phoenix (J.C.P.)
Feb. 10	AAA Club Travel Show, Anaheim (J.R.)
Feb. 12	ASUCLA Travel Expo, Los Angeles (J.C.P.)
Feb. 25	National Trade Show, Phoenix (J.C.P.)
Feb. 26	National Trade Show, San Diego (J.R.)
Feb. 27	National Trade Show, San Bernardino (P.D./L.J.)
Feb. 28	Santa Barbara

Feb. 26-28

Int'l Sports Summit Conference
& Exhibit, Bev. Hills (J.C.P.)

Mar. 1-2

10th Annual So. Arizona World
Travel Show, Tucson (J.C.P.)

Mar. 9-10

The Travel Show, Los Angeles (J.C.P.)

Mar. 16

1st Annual McDonnell Douglas Travel
Co. World Travel Fair, Huntington
Beach (J.R.)

Apr. 10

CTO Spring Show, Newport Bch. (J.R.)

Apr. 11

CTO Spring Show, Los Angeles (J.C.P.)

June 21 - 23

SCUBA '91, Long Beach, Ca (J.C.P.)

May 1

McDonnell Douglas Travel Co.
Long Beach, Ca (J.C. Pugh)

May 3 - 5

Travel Age West Trade Show,
Anaheim, Ca (J.Ramsey, J.C. Pugh)

WASHINGTON ACTIVITY REPORT

PAGE 5

PROMOTIONS & DATES

January 6th

Salisbury Bridal Show
1200 consumers giveaway
4day/3 night British Colonial
for booth.
WW

12th

Bullets game - 500 stopped at
our booth.
DC

13th

Q94 Bridal Show - 1500
consumers giveaway 4 day/3
night British Colonial
WR

13th

Annapolis Bridal Show 500
consumers giveaway 4day/3
night British Colonial with
air.
WW

14th

Galleria Bridal seminar 40
WW

16th

Maryland CTO General Meeting
75
WW

Washington Post/Fling
Vacations presentation -
150 travel agents
DC

20th

Gibson World Travel Show
The BTO/USAir brought a
calyspo band from Nassau for
their event. approx. 600

Consumers

WR

21st

Two presentation at Sears
Vacation Reserv. Center.
WR

Carnival Airlines & Crystal
Palace Promotion Baltimore
225 travel agents.
WW

BOSTON ACTIVITY REPORT

PAGE 5

Sales Performance and Call Pattern

	SALES CALLS	TEL. CALLS	FAM TRIPS	GROUP TVL. PRESENT.	TRADE/ CONS. SHOWS	TRADE CONS. PROMOS	PRESENT. TRADE/CONS
MARKELSON	8	30	0	0	3	0	0
JOHNSON	20	50	1	1	1	3	0
CELLA	55	48	0	0	1	0	0
COUGHLIN	0	0	0	0	0	0	0

PROMOTIONS & DATES

1/3-6	Thomas Cook USA Fam - NAS	10		JJ
1/7	NECTO Exec Board Mtng -	12		JRM
1/8	Destinations/TNT Consumer Show Lowell, MA 75 consumers			JRM
1/9	NEASTA "Allied Night" Mtng Boston, MA 100 persons			SMC/JJ/JRM
1/15	C of C Exec Club Mtng -	300		JRM
1/16	AAA/FI Holidays Trade Show Portland, ME -	30		AM-East/JJ/JRM
1/17	AAA/FI Holidays Consumer Show Portland, ME -	58		AM-East/JJ/JRM
1/17	MEASTA Exec Board Luncheon Portland, ME -	10		JJ/JRM

INQUIRIES: 215 MAIL OUT: 375

OFFICE NEWS: LJB/MLC

1. Many inquiries re Tropical Cruise, Inc

18759 Biscayne Blvd
North Miami Beach
(305) 893-1676
Fred Wilson - Operator #25

They are running a Visa/Discovery promo in conjunction with BAH Ministry of Tourism. They've contacted some 20 winners from ea state offering a cruise to BAH and 1 wk stay in FPO for \$169.00, "to process the prize". MIA BTO contacted.

2. Rep Fisher participated in a radio talk show hosted by Andre DelaVaine of WFAS Radio. The topic was Abaco Bahamas. Also participating was Ms Christa Weltcheck who is a constant visitor to Abaco.

3. Rep Fox has been working with WALK Radio's Bahamas promotion which began on January 17th and will continue to the end of February. The Breakfast Show has an audience of 206,900 people cumulatively. The Bahamas is receiving needed exposure in that territory.

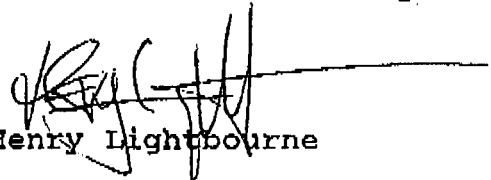
Sales Performance/Call Pattern

	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trvl Pres</u>	<u>Trade/ Consumer Shows</u>	<u>Walk-In Business</u>
Bubb	105	0	0	0	1	
Lewis	53	10	0	0	2	
Fox	36	0	0	0	2	
Borghardt	68	20	0	1.	2	
Fisher	58	10	0	0.	0	
Rolle	24	174	0	0	1	
Adderley	47	90	0	2	0	
Culmer	52	20	0	2	0	
Lightbourne	7	25	1	0	3	
<hr/>						
Total Calls	450	349	1	5	11	

Walk Ins = 285

Telephone Calls = 4,489

Jan 1st - Holiday
 Jan 9th - Bahamas presentation to American's NY Mkting Reps.
 Jan 15th - Meeting with Perillo Tours.
 Cavalcade Tours.
 Jan 16th - Paradise Island Express.
 Jan 17th - WLIB Radio / Carnival Air Presentation.
 Jan 19th - CTO Scholarship Fund Reception.
 Jan 21st - Holiday.
 Jan 23rd - Carnival Air Presentation.
 Jan 25th - National Tourist Offices meeting at CTO HQ NYC.
 Jan 28th - Farewell Reception for Area Manager.
 Jan 29th-31 Discovery Cruise Line/ BTO Sales Blitz.


 Henry Lightbourne

PHILADELPHIA ACTIVITY REPORT

PAGE 3

2. January MPI meeting cancelled due to lack of participation.

Consumer Activities

1. Reps Bevans and Ingraham participated in Power "99" radio's Singles night at Club Ideas. Att. approx.50pp
2. Rep. Ingraham attended AAA Travel Show, Chambersburg. Attendance of 150 was less than expected, but this was probably due to inclement weather.

Public Relations Activities

1. Four week promotion confirmed on Radio Eagle 106. For \$72,000 (144 spots) of promotional consideration we will provide RT for two via US Air staying at Club Med PI.
2. Honeymoon prize arranged for Delaware Valley Bridal Fair Air via Continental and hotel at Resorts.
3. KYW-TV doing a piece on vacation travel trends for this winter. PR company contacted for Bahamas film footage.

Sales Performance/Call Pattern

	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trvl Pres</u>	<u>Trade/ Consumer Promotions</u>	<u>Presentations Trade Consumer</u>
<u>PHILADELPHIA</u>						
Melman	37	56	0	0	0	3
Bevans	48	45		1	1	3
Ingraham	19	0	0	0	2	3
<hr/>						
Totals	104	101		1	2	3
Walk Ins	12					

Comments

Inclement weather and illness affected the number of sales calls this month.

p7

PROMOTIONS & DATES

1/29	Carnival Cruise Show (Not previously reported) Nashua, NH 35	JJ
2/6	NE ASTA Boston 100	JRM
2/11	BTO Regional Mgrs Mtng NYC	JRM
2/13	Exec Club Boston 200	JRM
2/14	US Travel World Suppliers Night Somerville, MA 20	JJ
2/15	Golf & Tennis Expo Boston 3,000 total show	SMC/MLC
2/16	" "	JJ/JRM
2/17	" "	LBS/JJ
2/18	" "	MLC/SMC
2/25	NE CTO Waltham, MA 61	JRM
2/27	Boston Women In Travel Cambridge, MA 65	SMC/JRM
2/27	Milne Trvl Consumer Show White River Junction, VT 175	JJ
2/27	Henry Davis Boston 500	MLC/LBS
2/28	Henry Davis Seekonk, MA 300	SMC/JRM
3/1	Delta Air Lines Reception Boston 125	JRM

PROMOTIONS & DATES

January 1st, Bahamas/Bullets Promotion at Capital Center. RH/WR/DC

5th, CTO Board Meeting WW

6th, Executive Women In Travel Luncheon Meeting WR

Remy Man of The Night Judge WW

10th, WCBM Radio Interview

11th, Pascal Family Reception DC

Eastern Area Managers Meeting NY. RH/WR/WW

13th, Meeting in office with representatives of Morgan State University and Howard University Football game in Nassau/Nov. RH/WW/WR

SATO Travel Show DC

16th,-17th, Baltimore Bridal Showcase WW

18th, Presidents Holiday

19th, Bahamas Night at Apple Travel WR

20th, Bahamas Breakfast, Mayflower Hotel RH/WR/WW/DC

CTO monthly meeting WW

24th,-26th, Mane Event WW

26th, En Route Travel/Carnival Airlines Champion Bar and Grill. DC

CTO Fam Committee Meeting WW

28th, Big Sister 8th Annual Casino Night. DC

*** C O N G R A T U L A T I O N S to Dora Chisholm, CTC who is now a Certified Travel Consultant. The Washington BTO now have three (3) CTC's !!!

5. Agent from Starr Tours discussed problems experienced with service and attitude for the following two groups:
8/13-17/90, 49pp, Lucayan Beach Hotel
10/29-11/2/90, 51pp, Lucayan Beach Hotel
Agent now will only focus groups on Nassau.
6. Lead sent to Cable Beach hotels for Mars Travel, 50pp, 6/91
7. VI provided literature for group of 20 through Tr & Tvl. Agy.

Consumer Activities

1. CM participated in AAA Travel Show in Allentown, 2/24. Despite of its occurrence the day after US Ground attack in Gulf the attendance was good and upbeat. It would appear that there continues to be good potential for vacation travel from ABE.
2. PB participated in Shore Mall Promotion, Atlantic City, 2/22-23. Approx. att. 4200pp. Interest very high for Nassau & Freeport. However, most publicity for event centered on grand prize to Jamaica. During promotion rep was interviewed on WUSS-AM Radio (Sponsor of event)
3. PB met with Sheraton hotel, northeast Phila. to discuss possible "Bahamas Night" to be directed at their corp. accts.
4. General information provided to Wide World Travel for a family oriented Carnival held at synagogue in the Northeast.

Public Relations Activities

1. PB met with publisher Philadelphia New Observer to discuss possible articles and promotions.
2. PB met with editor of Philadelphia Tribune to discuss possible Bahamas sweepstakes in conjunction with subscription drive.
3. Enclosed article appeared in Jewish Exponent. Ms Friedman is a free lance writer and frequently writes for this paper and publications in South Jersey.
4. Fewer and fewer ads are appearing in the Sunday Travel section. For example 2/10's travel section was only ten pages. Apple's ad, Liberty's ad, MOT's Close call ad and Resort's ads accounted for about one and a half pages. On 2/17, all Bahamas ads covered about 2 1/2 pages scattered throughout the twelve pages (Apple, Close Call, Premier, Fling, Carnival, Resorts, Delta, Paradise Island Express, Liberty & Adventure) vs Florida suppliers consolidated together on one full page.
5. Advised Dorf and Stanton about possible story lead for Channel 29 news program.
6. WJBR radio and Charlie B Travel have chartered full Freeport Fling plane for direct flight from Wilmington, Del. Plans were to broadcast morning show from Fpo to Wilmington. Due to high costs to accomplish this the plan may be changed. They are currently working with Executive Tours to transport a prerecorded tape back to Phila. via US Air daily. Group will travel 3/4-8/91 to Lucayan Beach Resort & Casino. Steve Kravitz discussed possible story leads for station's broadcast.
7. Rep Bevans attended joint meeting with Fling, Adine's Travel and exec. committee of United Media to discuss promotional

ideas to be directed to Phila's black community.
Sales Performance/Call Pattern

<u>Sales</u> <u>Calls</u>	<u>Telemktg</u> <u>Calls</u>	<u>Group</u> <u>Fam</u> <u>Trips</u>	<u>Trade/</u> <u>Trvl</u> <u>Pres</u>	<u>Consumer</u> <u>Promotions</u>	<u>Presentations</u> <u>Trade Consumer</u>
<u>PHILADELPHIA</u>					
Melman	35	38 0	0	1	2 1
Bevans	99	35 0	1	0	2 2
Ingraham	117	0 0	2	0	3 0

Totals

Walk Ins

Comments

p.4

2. ACTION 6: Plans for their 1991 "Pow-Wow" progressing. Out of their 1869 agencies, 700 are in NE. Spinelli guestimates that some 500 will attend. Venue is Fri-Sun. They get meal sponsors. I have to find an "\$50 or under room rate". JRM
3. CRIMSON: Student Director, Richard Durgan, called for help in wholesaling 30 seats Apr 13-20, High School week. He buys from Pelli and will sell either the program or air only. JRM
4. AGENDA: Rcvd inquiry from Chris Hooson re Mundy Tours's Jim Blake who wants to hire Hooson/Agenda to train Mundy staff. JRM
5. Assisting Gillette Co w/3 grps from SO America to NAS: Apr 22-25psgrs, Apr 29- 35psgrs, May 6-20psgrs. Interested in Meridien, Ambassador and Resorts. Have advsd BTO Grps and BTO Latin America. JJ
6. Inside Rep Coughlin met w/John Buckley who heads annual "M.L. Carr Drives For Alzheimer's Celebrity Golf Tournament." Sked for 6/17 at Andover, MA CC, event recvs mega coverage via sports/TV/radio/newspapers. Buckley will send proposal. BTO to secure golf/land pkg. 1990 event had 200+ corporations and 40 celebrities. See Attached.

CONSUMER ACTIVITIES:

1. Entire staff worked Golf & Tennis Expo 2/15-18. BTO Sports paid. Interest high. Secured 1991 list of all golf pros & clubs in NE. Three potential groups being worked as result. JRM
SeaEscapes booth was unmanned so BTO contacted same who was upset show coordinators didn't have someone do so. In future, SeaEscape may pay booth costs and BOS BTO man same. MLC/LJS
2. Rcvd angry/anquished call from consumer who was robbed 2/4 in front of Nassau Beach. Police "rude, casual and uncaring" until victims were taken to CID where police were "wonderful". BTO Mgr had to call CID for their promised report which victims rcvd. CID faxed same to BTO w/original to victims. Subsequent letter recd by BTO requesting reimbursement for entire trip. All under separate cover but victim wants to praise Stephen Sawyer, GM at NAS BCH and CID. JRM

p5

3. Worked Carnival Cruise/NH agcy/WHOB Radio consumer show 1/29 (not previously reported). Even though BOS Bruins star Dave Christian attended, turnout was poor, only 35. Agcy and radio personality trying to sell cabins on 5/9 sailing of "Celebration" to Nassau. Working to get Bruins players to visit NAS and play in golf tournament. JJ

4. Worked Milne Travel's new consumer show in White River Junction VT 2/27. Annually Milne hosts a most successful one in Barre, VT but this was the first for their additional location. Approx 175 attended. All suppliers very pleased. JJ

PUBLIC RELATIONS ACTIVITIES:

1. Interviewed by student at Bay State Jr College for her class project. SMC

2. Attended February mtng Boston Women In Travel 2/27. SMC/JRM Rep Cella's CTC Study Group Coordinator attended as Cella's guest.

3. Attended NEASTA's annual "Cruise Night" 2/6. Carnival rcvd much attention as a result of natl TV show's story of alleged rape. Rep Clive Whittaker anticipated same and was well-prepared w/written statement from Carnival's PR agcy. JRM

4. Attended BOS Chamber of Commerce's Exec Club mtng 2/13 where Texaco President shared his plans/vision for energy. JRM

5. Attended NE CTO mtng 2/25. Cayman Islands/Airways was host. NE Resident Rep able to giveaway air and hotel stay as she is both the Tourist Board and airline rep, a "terrific saving for the company", says Rep Akerman. JRM

6. Attended DL Reception 3/1 for retiring Rep. 125 "Who's Who" in Industry attended. JRM

7. Advsd AM, East and McKinney & Silver that best March price is DL Dream Vacations 3 nighter at BC at \$359. JRM

8. Inundated w/phone inquiries as result of article in PVD Journal by writer Dorf & Stanton invited to BAH. See attached. MLC/LJS Called Kravitz of D & S to advise and congratulate him. Kravitz advsd writer sending same to BOS Herald. Editor, Steve Morgan to see if he'd accept article but "if it's printed anywhere in NE, I won't print it." JRM

Consumer Activities

1. NEW YORK TIMES TRAVEL SECTION featured Nassau as a leading weekend cruise destination.

2. WALK Radio Long Island is in the fourth week of a Bahamas promotion and to date Mr. Fox indicates that the response has been excellent.

4. WNYG AM Radio Long Island has agreed to cosponsor a four week Bahamas promotion for the month of May. American Airlines and the Nassau Beach Hotel are participating by providing air and hotel room respectively. Mr. Fox was instrumental in securing the prizes.

5. WKSS FM Hartford Bahamas promotion is giving the destination great exposure. Ms. Borghardt is negotiating with the station to conduct a live remote broadcast from the Bahamas this fall.

Public Relations Activities

1. DORF AND STANTON: Met with Bob Dorf, Steve Kravitz on the February 1st to discuss the current situation and how the BTO and Dorf and Stanton could work together on local PR projects. Such as radio promotions and programs that will have mass audiences.

Sales Performance/Call Pattern

<u>Sales Rep</u>	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trade Pres</u>	<u>Trade/Consumer Shows</u>
ADDERLEY	98	30	0	2	0
Borghardt	101	2	0	3	0
Bubb	135	0	0	2	2
Culmer	68	0	0	2	0
Fisher	75	2	0	2	0
Fox	88	0	0	1	0
Lewis	80	32	0	2	1
Rolle	na	na	na	na	na
Lightbourne	10	25	0	1	0

Totals

Walk Ins = 334

Telephone Calls = 5,101

Activities

Sales Blitz - Discovery Cruise Lines
 Sales Blitz - Joint Promotions Committee
 Bahamas Travel Industry Breakfast Seminars
 CTO, N.J. Meeting - Bahamas Night
 Sales Blitz - Le Meridien Royal Bahamian Hotel

Sales Activities

1. Carpet Travel British Colonial Beach Resort Aug/19-26/91
22 pax.
2. Trade Winds Travel - Crystal Palace - July 26-29, 1991 200
pax.
3. Alleghany East Conf.- Crystal Palace- April 18-21, 91 70 pax.
4. Alleghany East Conf.- Crystal Palace - April 19-22, 91 100
pax.

Consumer Activities

1. Participated in Adventures Unlimited Travel Show in
Richmond. There were 1,500 consumers in attendance. W.R.
2. Participated in Cruise International Travel Show in
Virginia. This was a two day event, which was attended by
approximately 300 travel agents and 18,000 consumers. W.R.
3. Participated in The American Women Show held in Roanoke.
This was a three day event, which attracted over 20,000
consumers. WR
4. Participated in AAA Travel show in West Virginia. There
were approximately 1,500 consumers in attendance. D.C.
5. Participated in Henry Davis shows in Maryland and Virginia.
W.R./D.C.
6. Participated in the National Trade show in McLean. There
were 175 agents in attendance. W.R.
7. Participated in the National Trade show in Baltimore. There
were 150 travel agents in attendance. W.W.
8. Attended the Club Med breakfast seminar in Baltiore, 52
travel agents participated. W.W.
9. CTO dinner function. 90 travel agents were in attendance.
10. Sales Blitz With PVI in Richmond. W.W/D.C.

Public Relations Activities

1. Bahamas Beach Break promotion with WWIN-F.M. radio. Gave
away a 4 day 3 nights package at Lucayan Beach Resort in
return for 421 recorded promos and 500 live promos. Over
250 persons attended the promotion. Promtion vallued
\$39,865.00. W.W.

2. Bahamas booth at the Bullets game. This is an ongoing promotion with the Bullets. D.C.

Sales Performance/Call Pattern

	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trvl Pres</u>	<u>Trade/ Consumer Shows</u>	<u>Walk-In Business</u>
<u>WASHINGTON</u>						
Harrison	0	0	0	0	0	
Rolle	50	50	0	0	5	
Chisholm	60	150	0	2	4	
Watts	45	78	0	0	0	

PROMOTIONS & DATES

March 2	Bahamas Beach Break.	Consumers
3	Adventures Unlimited Travel Show.	Trade
4	National trade Show.	Trade.
5	National Trade Show.	Trade
6	PROST Luncheon.	Trade
9-10	Cruise International Travel Show,	Consumers.
14	Club Med Breakfast Seminar.	Trade
15-17	American Women Show.	Consumers
15	In-House Presentation National Travel.	Trade
15	In-Hopuse presentation Soveriegn Travel.	Trade
16	AAA Travel Show.	Consumers
19	Club Med Breakfast seminar.	Trade
20	Henry Davis Trade Show.	Trade
21	Henry Davis Trade Show.	Trade
21	CTO Meeting.	Trade
23	7th Annual Spring Dance.	Consumers.
23	Bahamas Booth at Bullets game.	Consumers
25-28	PVI Blitz.	Trade.

Atlantic City Press on Mar.3. It elicited approximately fifty inquiries to this office. Fling also said response from Atlantic City increased for them.

3. When will be getting new co-op kits?
4. Co-op with Don Rosen Travel completed this month, as well as pending co-ops with Mittl Travel, Panache Travel & Community Travel.
5. Several agents have expressed greater interest in devoting their advertising dollars to direct mail vs print ads. Co-op possibilities discussed.

Sales Performance/Call Pattern

	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trvl Pres</u>	<u>Trade/ Consumer Promotions</u>	<u>Presentations Trade Consumer</u>
<u>PHILADELPHIA</u>						
Melman	41	25	0	0	2	1 0
Bevans	55	20	0	0	6	0 0
Ingraham	92	0	0	0	7	0 0
Totals	188	45	0	0	14	1 0
Walk Ins	23					

Comments

Mar.03 - AAA Travel Show, Harrisburg, PA - V.I.
4000pp

Mar.06 - NTS, Wilm, Del. - V.I. 125pp

Mar.07 - NTS, Cherry Hill, NJ - P.B. 120pp

Mar.12 - Freeport Fling Breakfast, King of Prussia, PA
V.I., 30pp
Freeport Fling Dinner, Langhorne, PA, P.B., 73pp
Club Med Presentation, Wilmington, Del., V.I., 35pp

Mar. 13 - Club Med Pres., King of Prussia, V.I., 35pp
Freeport Fling Dinner, Cherry Hill, P.B., 120pp

Mar.14 - Freeport Fling Breakfast, Pleasantville, NJ
P.B., 40pp
Freeport Fling Dinner, Vineland, NJ, P.B., 32pp
Club Med Pres, Phila., V.I. 35pp
CTO Round Table Trade Show, Phila, C.M., 100pp

Mar.15 - Public Speaking Seminar, P.B.

Mar.18 - Henry Davis, Cherry Hill, P.B., 418pp

Mar 19 - Henry Davis, Phila., C.M. & V.I., 1000pp
Family Island Holidays, Joint Calls, M.

Mar.20 - Family Island Holidays, Joint Calls, C.M.

Mar.26 - Rosenbluth Travel, Staff Pres., C.M., 5pp

Mar.27 - Meetings with Apple, Fling, Wainwright Travel

/7

Sales Performance and Call Pattern:

	<u>SALES CALLS</u>	<u>TEL. CALLS</u>	<u>FAM TRIPS</u>	<u>GROUP TVL. PRESENT.</u>	<u>TRADE/ CONS. SHOWS</u>	<u>TRADE CONS. PROMOS</u>	<u>PRESENT. TRADE/CONS</u>
MARKELSON	16	0	0	0	1	0	3
JOHNSON	62	75	0	1	1	0	0
CELLA	52	48	0	0	0	0	1
COUGHLIN	0	0	0	0	0	0	0
SNOW	0	0	0	0	1	0	0

PROMOTIONS & DATES

3/4	Trump Luncheon Mtng. Boston	JRM
3/4	CTO Board Mtng. Woburn, MA 10	JRM
3/6	Two seminars, Fisher Jr College Boston 35 students	JRM
3/6	NEASTA Waltham, MA 100	JRM
3/8	Sea Rovers Speaker's Reception Boston 50	JRM
3/8	Speaker at Sea Rovers 37th Annual Dive Show Boston 60	JRM
3/9	Sea Rovers 37th Annual Dive Show Boston 1200	LS/JRM
3/14	NEBTA Bedford, MA 150	JRM
3/16	Raytheon Celebrity Golf Medal Challenge Boston "Thousands" in attendance.	JJ
3/25	TC, USA's Travel Education Center Cambridge, MA 18	JJ

Groups Activities

1. Groups Rep Bubb has made contact with several associations in the Newark area. Having developed a rapport with the Mayor of Newark, she has been able to identify potential groups and will be pursuing leads.

Other reps have been initiating contacts in their territories in hope of identifying groups with potential.

2. NYASTA Reps Lewis /Culmer attended the ASTA meeting and were able to meet with Gene Moldover of the executive committee to discuss a possible out of country board meeting. Both will be following up on this.

Consumer Activities

Radio promotions: As part of our marketing strategy, this office will be using radio as a vehicle to give the Bahamas as much exposure this summer and fall. To date we have identified radio stations in all areas of the market. Reps are seeking assistance from our Bahamas suppliers, Dorf and Stanton and Caroline Jones Agency are assisting us with other radio promotions.

1. Kiss FM Radio has submitted a proposal to the BTO, Carnivals Crystal Palace Resort & Casino and American Airlines for cosponsorship of their "98 Days Of Summer Promotion". The promotion will last 10 weeks (July through September) with 350 pre-recorded announcements informing listeners of details. KISS plans to take 98 winners to The Bahamas in October along with paying listeners to be apart of the audience of "The Wake Up Club" live remote broadcast from the Crystal Palace. Total value of the promotion is \$260,000 aprox. Note: KISS FM is the no.1 radio station in NYC with a daily audience of 1.7 million

2. WFAN Radio is interested in sponsoring a Bahamas promotion with Don Imus a famous radio celebrity. This station is sports oriented and has an audience who's demographics are upscale. WFAN would like to do a live remote broadcast from the Bahamas in the fall. The idea of the promotion, is to conduct a live remote with part of the audience coming to The Bahamas.

3. WRMM ROCHESTER N.Y. is working with the Sr. Sales Representative on a Mother Day Bahamas Promotion. Theamed "Take Tour Mamma To The Bahamas" USAir and Paradise Island Resort and Casino are the cosponsors.

4. The Thirteenth Annual Palm Sunday Breakfast Newark was held March 23rd. Some 800 persons attended with the Mayor of Newark was in attendance. Reps Culmer and Bubb represented The Bahamas. The BTO jointly sponsored a booth and displayed Bahamas literature. Ms Budd was able to network and has already developed contacts for groups.

5. Beneath The Sea Trade Show Westchester Reps Fisher and Bubb participated in this show in which some 8,000 attended. The exposure for The Bahamas was extensive.

Proctor and Gamble Promotion Rep Borghardt and Adderley have had meetings with this company on a \$2 million promotion in New York and. The Promotion will encompass parts of NY, Connecticut, Rhode Island and Mass. Trips to The Bahamas will be given away.

7. 96 WTIC FM CT Rep Adderley meet with The Promotions Director to discuss a possible November Bahamas promotion. He will be providing updates on its progress.

PUBLIC RELATIONS ACTIVITIES

1. New Britian CT Chamber of Commerce held a farewell luncheon for Mr, Kalman London President of United States Travel Service. The BTO was present to give a farewell speech for his contribution to the Bahamas over the past ten years. Some 200 Chamber members were in attendance.

Sales Performance/Call Pattern

<u>Sales Rep</u>	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trade Pres</u>	<u>Trade/Consumer Shows</u>
Adderely	74	0	0	0	0
Borghardt	58	2	0	0	3
Bubb	72	20	0	0	0
Culmer	39	0	0	0	2
Fox	63	0	1	0	3
Lewis	97	6	0	0	0
Lightbourne	8	20	2	1	1
Totals	411	48	3	1	9

Walk Ins = 298

Telephone = 5,841

Activities

Mar 2-3 Carnival Air Inaugural to Nassau LB/HL
 Mar 4 Presentation by Wind Star Cruises Staff
 Mar 5-6 American Airlines Golf Site Inspection of Nass/PI HL
 Mar 7 New Britian CT. C of C Luncheon NB/AA/HL
 Mar 8-11 Fam trip to Divi Hotel New Providence CF
 Mar 11 Meeting with American Airlines Dir Mkting/Atlantic/Carib
 Mar 12 Meetings with Leisure Packages/WFAN/Class Mag. HL
 Mar 12-13 CTO Trade Shows
 Mar 13 Fling Vacations product launch.
 Mar 19-20 CTO Trade Shows
 Mar 21 Kiss Fm Radio Meeting
 Mar 22 Cotton Bay Presentation
 Mar 22-24 Beneath The Sea Dive Show
 Mar 25 Association of Westchester Travel Agents Trade show

-5-

4. We have been working quite successfully with Eagle 106 Radio on promotions. Their company also has stations in other cities throughout U.S. Our BTO contacts have been provided to Malrite Corp for additional potential in these BTO cities.
5. US Air's in-flight magazine will be featuring Nassau in the July issue. This office and Dorf & Stanton provided info to the article's author.
6. Followed up for Dorf & Stanton on their Mother's Day radio Promotion. Fling Vacations will provide the air for the Philadelphia promo and Delta will provide the air in Pgh.

Sales Performance/Call Pattern

Sales <u>Calls</u>	Telemktg <u>Calls</u>	Fam <u>Trips</u>	Group Trvl <u>Pres</u>	Trade/ Consumer <u>Promotions</u>	Presentations <u>Trade Consumer</u>
<u>PHILADELPHIA</u>					
Melman	47 74	0	1	3	0
Bevans	96 45	1	1	1	2
Ingraham	75 24	0	0	4	0
Johnson				1	

Totals

Walk Ins 10

Comments

More major layoffs in the Philadelphia area have recently been announced. These are in the defense industry & USX Corp. The total is about 7000pp

April 8 - NTS, Pittsburgh, 125pp, C.M.
 April 9 - NTS, Harrisburg, 125pp, V.I.
 April 10 - NTS, Fort Washington, 125pp, V.I.
 April 11 - NTS, Allentown, 125pp, P.B.
 April 12 - Divi Hotels Breakfast, 40pp, V.I.
 April 15 - Meeting, Eagle 106 Radio, C.M.
 April 16 - Staff Presentation, Rosenbluth Travel, 5pp, C.M.
 April 16 - Apple/ Carnival Presentation, C.M., V.I., P.B., L.J.
 April 17 - Fling/Resorts Presentation, C.M., P.B.
 April 17 & 18 - Squires Travel Bahamas Night, 200pp, V.I.
 April 19 - Meeting WDAS, P.B.
 April 22-24 - Joint Calls Deputy G.M. Groups & C.M.
 April 26-29 - Fam Trip/ GoGo Tours & US Air, P.B.

1. Shillelaghs Travel Club - Bluff House - May 2-5, 1991. 35 pax
2. Parker Travel - Freeport - 75 Rooms - Feb 26 - March 3, 1993

Consumer Activities

1. April 1 - attended the Baltimore Chapter Of Links luncheon was co-sponsored by Saks Fifth Avenue. Gave away 4 day 3 night at Le Meridien Royal Bahamian as door prize. 1200 attended. WW
3. April 3 Attended PROST luncheon meeting, 45 members attended. WR
2. April 5 - attended the Urban League Gala. WW
3. April 11 - Shri Lanka Travel grand opening. There were 50 persons in attendance. DC
4. April 11 - Attended the CEBO (Council for Equal Business Opportunity) breakfast. WW
5. April 13 - participated in the American Express Travel Fair in The Annapolis Mall. Aproximately 10,000 consumers. WW, RH.
6. April 14 - Richards World Travel show, Hagerstown, MD. 8,000 consumers. WW
7. April 17 CTO meeting-Baltimore. 142 Travel agents attended. WW, RH
8. April 18 - attended the opening of The Bahamas Embassy. All staff, Area manager and Assistant Area manager.
9. April 18 - Attended CTO meeting - Washington. 100 travel agents attended. WR, DC.
10. April 21 - attended John Hopkins University Spring Fair 10K. There were 400 runners in heavy rain. WW
11. April 21 - Attended American Lung Association's "Climb To The

Sales Performance/Call Pattern

	<u>Sales</u> <u>Calls</u>	<u>Telemktg</u> <u>Calls</u>	<u>Fam</u> <u>Trips</u>	<u>Group</u> <u>Trvl</u> <u>Pres</u>	<u>Trade/</u> <u>Consumer</u> <u>Shows</u>	<u>Walk-In</u> <u>Business</u>
WASHINGTON						
Harrison	11	23			1	
Rolle	40	45			1	
Chisholm	18	70		2	4	
Watts	37	58				

PROMOTIONS & DATES

April 1	Baltimore Chapter Links Luncheon - Trade
5	Urban League Gala - Trade
11	Shri Lanka Travel Grand Opening - Consumers
11	Council For Equal Business Opportunity Breakfast-Cons
13	American Express Travel Fair - Consumers
14	Richards World Travel Show - Consumers.
17	CTO meeting Baltimore - Trade
18	Bahamas Embassy Opening - Official Function
18	CTO meeting Washington - Trade
21	John Hopkins University Spring Fair 10K - Consumers
21	Camp For Innercity Children promotion - Consumers
25	Maryland / District Of Columbia Minority Business Card Exchange - Consumers
28	Peninsula Travel Show Hampton - Consumers.

Performance and Call Pattern:

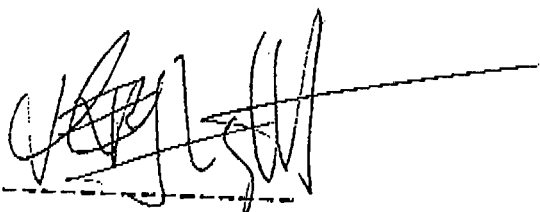
	<u>SALES CALLS</u>	<u>TEL. CALLS</u>	<u>FAM TRIPS</u>	<u>GROUP TVL. PRESENT.</u>	<u>TRADE/ CONS. SHOWS</u>	<u>TRADE CONS. PROMOS</u>	<u>PRESENT. TRADE/CONS</u>
MARKELSON	5	30	0	0	4	0	1
JOHNSON	46	55	0	1	3	0	0
CELLA	27	36	0	0	2	0	1
COUGHLIN	0	0	0	0	1	0	0
SNOW	0	0	0	0	1	0	0

PROMOTIONS & DATES

4/8	ICTA Education Forum Quincy, MA 30	JJ/JRM
4/9	Exec Club mtng Boston 350	JRM
4/9	NECTO Board mtng Brookline, MA 11	JRM
4/10	MEASTA mtng Portland, ME 40-50	JJ
4/11	Liberty Travel Grand Opening Danvers, MA 25	JJ
4/11	NEMICE Show Boston 100	JRM
4/12-14	Golf & Tennis Expo Hyannis, MA 125	SMC/MLC
4/18	Travel Vision Consumer Show Lowell, MA 200-250	JJ
4/19	Sr Travel Planners Show Newport, RI 300	SMC
4/20	Boston Diving Show Boston 400	JRM
4/22	National Trade Show Manchester, NH 125	JRM
4/23	National Trade Show Mansfield, MA 125	SMC
4/24	National Trade Show Holyoke, MA 125	JJ

LY ACTIVITIES

Apr 3 CTO Luncheon NYC
Apr 3 Jetmore Tours In House presentation L.I.
Apr 4 SATO Travel Spring/Summer TVL Trade Show. NJ
Apr 4-6 Spring Sports Show Ct
Apr 5-6 Macy's Spring Flower Show
Apr 8 CT Bon Vivants
Apr 9 Meeting with TVL Impressions N.Y.
Apr 8-11 Henry Davis Trade Shows Upstate NY.
Apr 11 Meeting with Friendly Holidays LI.
Apr 15-18 National Trade Shows.
Apr 23-24 Friendly Holidays Product Seminars NY/NJ.
Apr 22-24 Cavalcade Breakfast Seminars NY & NJ.
Apr 25-28 ALTA Convention
Apr 30 BTO Carnival Cruise Line seminar LI.



Henry Lightbourne

- 7 -

es Performance/Call Pattern

	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trvl Pres</u>	<u>Trade/ Consumer Pres</u>	<u>Trade/ Consumer Shows</u>
Adderley	75	0	0	0	1	4
Borghardt	66	12	2	0	1	4
Bubb	124	86	0	0	1	2
Culmer	35	0	1	0	1	3
Lewis	77	5	1	0	1	3
Lightbourne	18	20	0	0	1	1
Total Calls	395	123	4	0	6	17

Walk In Bus = 419

Telephone Calls 7,989

Monthly Activities

May 2 - 5 - American Airlines Fam
 May 6 - Area Meeting
 May 6 - Meetings with AA, Nass/PI Express, GoGo, Cavalcade
 May 7 - Travel Industry Briefing, on travel documents for
 U.S. Citizens
 May 8 - Meeting with MUZAK
 May 9 - " " MCI
 May 10 - " " Colin Tatum, Newark Chamber of Commerce
 May 10 -12 - Friendly Holiday/Delta/Nass Fam
 May 11 - A&S Mall Prom/Bay Plaza Mall Prom.
 May 13 - Forbes Magazine Luncheon
 May 14 - Meeting Phoenix Marketing
 May 15 - Meeting with Pan Am/Meeting with New Haven Register
 May 16 - Meeting with In-Style Tours/Contempo Tours
 May 17 - Meeting with CDI Travel Inc.
 May 20-24 - Sales Blitz
 May 21 - Bahamas Breakfast Presentation in New Jersey
 May 20,21,
 23 - Pan Am Summer Product Launch
 May 22 - Meeting with Bergen Record
 May 23 - Meeting with Phoenix Marketing & American Airlines

Henry Lightbourne

	<u>SALES CALLS</u>	<u>TEL. CALLS</u>	<u>FAM TRIPS</u>	<u>GROUP TVL. PRESENT.</u>	<u>TRADE/ CONS. SHOWS</u>	<u>TRADE CONS. PROMOS</u>	<u>PRESENT. TRADE/CONS</u>
MARKELSON	41	30	0	0	0	4	0
JOHNSON	65	80	0	1	1	3	0
CELLA	79	36	0	2	2	1	0
COUGHLIN	0	20	0	0	0	0	0
SNOW	0	0	0	0	1	0	0

PROMOTIONS & DATES

4/27	CTO Getaway Weekend Trade Show North Conway, NH 3	JJ
5/6	MSCA Mtng Hyannis, MA 200	SMC
5/6	MOT Mtng NYC	JJ
5/7	Wholesaler/Tour Op Mtng Needham, Cambridge, Brookline	DJ/CW/RC/JRM
5/8	US State Dept Briefing Boston, MA	JJ
5/8	Inhouse Seminar Danvers, MA 6	JJ
5/8	MARES Show Bedford, MA 75	SMC
5/9	Exec Club Boston 200	JRM
5/10	Inaugural NE Chapter CTO Boston, MA 110	JJ/SMC/JRM
5/23	NECTO Board Mtng Weston, MA 10	JRM
5/29	Inhouse Seminar Chatham, MA 6	SMC
5/29	BWIT Mtng Cambridge, MA 70	JRM

Public Relations and Advertising Activities

1. Interview arranged by Dorf & Stanton for Paul Smith's syndicated radio travel talk show. The program aired on WWDB, Phila., on Sunday May 26, 1991.
2. L. Johnson contacted Dorf & Stanton for follow up for a national promotional campaign for the Bahamian Diet.
3. Not having new ad mats and contracts has proven to be quite inefficient with both our time and the ad agency's. Each co-op must now be called in to them individually for attention.

Sales Performance/Call Pattern

	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trvl Pres</u>	<u>Trade/ Consumer Promotions</u>	<u>Presentations Trade Consumer</u>
Bevans	97	40	0	3	0	2
Ingraham	94	49	0	1	2	2
Melman	23	53	0	1	0	3
Walk Ins	10					

Promotion and Dates

May 2 "Bahamas Night", Sheraton Northeast, Phl., PA
350pp, PB & VI

May 3 Staff Presentation, Liberty Travel, Langhorne, PA
9pp, PB
Staff Presentation, Liberty Travel, Bensalem, PA
7pp, PB

May 6 Manager's Meeting, NY, CM
Henry Davis, Pgh., PA VI

May 7 Staff Presentation, Adventure Tours, Pgh., PA
5pp, VI

May 8 Meetings with Apple & Fling Vacations and
Area Manager East, Asst. Area Mgr., Dept. D.G. &
Sr. Dir, Sales., CM

May 8 - Staff Presentation Delta Sales Office, Phl, PA
8pp
Individual Meetings BTO Staff & Area Mgr. East

May 10 Solid Gold Travel, "Bahamas Night", Quakertown,
PA, 500pp, P.B.

May 15 Presentation and Dinner aboard "Ecstasy", Phl.,
PA., 1300pp CM/PB/VI

May 22-24 Computer Training with Keith Gomez,
CM, LJ, PB, VI

May 23 Bahamas Booking Bonus Breakfast, Phl., PA
90pp, CM/PB/VI

May 30-June 2 ASTA Eastern Regional, Phoenix, Az.
350 agents., CM

Comments

Number of calls affected by:

May 16- CM, sick
May 27- Holiday
May 31- VI, Casual

- o June 3, 1991 issue of Tour and Travel News Caribbean Section features an Annual Caribbean Business Report with first quarter Caribbean stopover statistics. Very extensive article by TT&N Dan Dignam predicts that traffic will not rebound this summer. In another article by the same writer, headline reads that the industry is concerned about the state of the Region's hotels and quoted CHA's John Bell as saying that the Caribbean is tending to become a little dated. Our own John Deleveaux, sees this as an unfair assessment and counters with a different view of the situation. The debate continues.

Group Sales Activities

Virginia

- o Tour Plan Travel - 50 pax - Emerald Seas - Aug. 30, 1991.

Washington

- o El Dorado Travel - 160 pax - Crystal Palace - June 14-17, 1991.
- o Uniglobe ADA Travel - 30 pax - still pending.

Maryland

- o McCormick Spice - 24 pax - Holiday Inn/FPD - June 21-24, 1991.
- o Physicians Multispecialty Group - 100 pax - Crystal Palace - October 1991 (3 nights).
- o Homebuilders network - 60-100 pax - Crystal Palace (3n) - Feb, 1992.
- o Omega Travel - 21 pax - Holiday Inn/FPD - 6/21-24, 1991.
- o Pure Air - 20 pax - Harbour Cove - July/August, 1991.
- o Grolsch Importers - 40 pax - Nassau Beach - Sept, 1991.
- o Leo Tours - 40 pax - Emerald Seas - 7/14 - 18, 1991.
- o Leo Tours - 200 pax - Emerald Seas - 8/18 - 21, 1991.
- o Leo Tours - 32 pax - Emerald Seas - 9/8-11, 1991.
- o Leo Tours - 70 pax - Nordic Empress - Nov. 11-14, 1991.

Consumer/P.R. Activities

- o Attended monthly CTO Board Meeting. WW.
- o Attended Washington Post Annual Travel Trade breakfast seminar 5/15/91. DC/WR.
- o Attended CTO Greater Washington monthly dinner seminar St. Lucia featured. 5/14/91. DC/WR.
- o Attended Urban League of Greater Richmond annual banquet 400 local leaders and officials attended. 5/16/91. WR.
- o Participated in Runners Expo in Baltimore. 300 persons attended. WW.

SALES PERFORMANCE/CALL PATTERN

	Sales Calls	Telemktg Calls	Fam Trips	Group Trvl Pres.	Trade/ Consumer Shows	Walk-In Business
R.H.	17	-	-	2	2	-
W.R.	80	120	1	0	1	0
W.W.	68	63	0	1	3	0
D.C.	90	80	0	0	0	0

PROMOTIONS & DATES

- o The Bahamas' Booking Bonus Breakfast seminar held in Baltimore was very successful with approximately 150 agents in attendance and approximately 20-24 industry partners. The response to the program was very positive with agents in the Baltimore area showing strong support for the destination. 5/23/91.

3. Rep Bevans participated with Adine's Travel at Rhythm's Jazz Club. General information including Bill Lockett's Jazz Festival was disseminated. Approx. att.200pp.

Public Relations Activities

1. WDAS Radio broadcast live from Resorts June 24-28. Many Bahamian personalities were interviewed including Sylvia Cole, Hubert Gibson, Miss Bahamas, restaurateurs, businesses, and Rep Bevans who coordinated the event from this end. Thirty listeners from Phila. area accompanied the DJ, Doug Henderson. The event was well received here in Phila.

Sales Performance/Call Pattern

	<u>Sales Calls</u>	<u>Telemktg Calls</u>	<u>Fam Trips</u>	<u>Group Trvl Pres</u>	<u>Trade/ Consumer Shows</u>	<u>Walk-In Business</u>
<u>PHILADELPHIA</u>						
Melman	26	26	0	3	0	
Bevans	51	35	0	1	3	20
Ingraham	104	40	0	0	0	
<hr/>						
Total Area Calls	181	101	0	4	3	

Comments

In addition to the number of sales call listed above the following activities were completed as indicated:

June 1&2 - Eastern Regional, Phoenix, CM
 June 4 - Staff Presentation, Rosenbluth Travel, Chadds Ford, CM
 June 5 - Staff Presentation, Pennsylvania Travel, CM
 June 5 - Dinner Presentation, Solid Gold Travel, PB
 June 8 - Computer Activity, Keith Gomez, CM
 June 11 - Presentation made by CM, to Philadelphia Travel Managers Assoc. Also Attended by PB
 June 12 - Joint calls in Delaware CM & VI
 June 17-21 - Vacation, CM
 June 18 - Reception Delta Airlines, PB
 June 21 - Presentation Rhythms Night Club, PB
 June 24-28 - Remote Broadcast from Nassau on WDAS Radio, Phl, PB
 June 25 - Joint Calls Carnival Vacations, CM

MONTHLY ACTIVITIES

June 1-4	Tvl Center CT In-House Fam.
June 3rd	Weekly sales meeting.
June 6th	Meetings with KISSFM Radio/Pathmark Tennis/Big Apple Newspaper.
June 9th	Assoc Of Latin American TVL Agents Inaugural Dinner.
June 10th	Weekly sales meeting/ Wyndham Ambassador Beach Presentation.
June 12th	NYASTA meeting.
June 19th	CTO Cultural Evening Nwk NJ.
June 20-23	Delta Fam to Nassau Queens NY.
June 21-24 New Jersey/Rochester NY.
June 24th	Weekly sales meeting.
June 26th	Meeting with Essence Magazine.
June 27th Travel Consolidators.
June 27th	Reception Hosted by Class Magazine.
June 27th Essence Magazine. June 27-30
Carnival/American Airlines Fam CT/LI	
June 28-30	Senior's Expo Syracuse NY

Sales Performance and Call Pattern:

	<u>SALES</u> <u>CALLS</u>	<u>TEL.</u> <u>CALLS</u>	<u>FAM</u> <u>TRIPS</u>	<u>GROUP TVL.</u> <u>PRESENT.</u>	<u>TRADE/</u> <u>CONS.</u> <u>SHOWS</u>	<u>TRADE</u> <u>CONS.</u> <u>PROMOS</u>	<u>PRESENT.</u> <u>TRADE/CONS</u>
MARKELSON	27	40	0	0	0	6	2
JOHNSON	65	80	0	0	1	4	0
CELLA	17	36	1	0	0	1	0
COUGHLIN	0	0	0	0	0	0	0
SNOW	0	0	0	0	1	0	0

PROMOTIONS & DATES

6/5	NEASTA Mtng Lynnfield, MA	100	JJ/JRM
6/5	MARES Mtng Burlington, MA	80-100	JJ
6/10	ICTA Forum Boston	25	SMC/JJ/JRM
6/10	AA Product Launch Boston	700-900	JRM
6/13	ML Carr Celebrity Fashion Show Andover, MA	600	JRM
6/14	Women In Rotary Mtng Portland, ME	45	JJ
6/17	ML Carr Celebrity Auction Andover, MA	700	JRM
6/17	Mary Kay Promo Woburn, MA	500	JJ
6/19	MEASTA Presentation Portland, ME	40	JRM
6/19	Liberty Trvl Consumer Show Framingham, MA	25	JJ
6/21-24	BTO/USAir/GoGo fam PIRC 12 agts		SMC
6/24	BAH Night at NECTO Boston	110	LJS/JJ/JRM

4. Monumental Life - Resorts Int'l - Aug, 1992 - 300 rooms

Consumer Activities

1. June 4 - attended CTO function Washington. WR, DC
2. June 4 - attended CTO function in Baltimore. WW
3. June 5 - attended the PROST luncheon. WR
4. June 6-7 - participated in Norfolk Harborfest. WR, RH, DC, DW, CB
5. June 7 - Bahamas booth at Norfolk Harborfest.
6. June 8 - attended Orioles game with Home Team Sports Station. WW
RH.
7. June 11 - 14 - computer training with Keith Gomez. All staff.

8. June 12 participated in SATO Travel Show at Bolling Airforce

#1 REF/B A:ACTRPT6.WPF

DRAFT

Cap

100133C004

Base in Washington. DC.

9. June 12 - attended CTO function in Baltimore, Sponsored by Jamaica. 110 travel agents attended. WW
10. June 13 participated in the National Business League Of Southern Maryland's "Annual Capital Region Minority Network benefit". DC.
11. June 14-17 - Freeport Fam with Fling Vacation. 14 agents. WW
12. June 17 CTO meeting-Baltimore. 142 Travel agents attended. WW, RH
13. June 18 CTO re-activation kickoff function. 142 travel Agents.
WR, DC, WW, RH.
14. June 18 staff presentation for Uptown Travel. 4 agents. DC
15. June 20 attended T.V. Day (Is Your Image Showing) sponsored by
sponsored by channel 50. DC.
16. June 26 Attended SKAL in Washington. 85 industry partners. RH

#1 REF/B A:ACTRPT6.WPF

DRAFT

Cap

100134C004

17. June 26 Attended Jack Daniels Bahamas Jazz and Blues Promo BWI.
WW, RH, BV, PS.

18. June 29 Participated in singles seminar at Faith Chapel Church
in Washington. Approximately 100 persons attended. DC

Public Relations Activities

1. The spots being aired by The Bahamas in the market and in print
is generating alot of exposure for the destination. BTO has



BAHAMAS TOURIST OFFICE

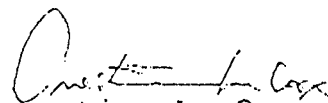
255 ALHAMBRA CIRCLE, SUITE 411
CORAL GABLES, FLORIDA 33134
TELEPHONE (305) 442-1557

EXPLANATION FOR THE BREAKDOWN OF RECEIPTS.

16.
SEP -4 1990

Payments on behalf of all U.S. Bahamas Tourist Offices are made from the Accounting Department located in Coral Gables, Florida. The actual breakdown of receipts from The Bahamas would be the same as the breakdown of the disbursements. The Bahamas Treasury has provided the B.T.O. with a working float. Payments are made against this float and at the end of each week a summary of the disbursements is prepared (by account eg. salaries, rent, transportation, etc.) and sent to the Ministry of Tourism, Nassau. The Ministry in turn sends these Reports to the Treasury requesting reimbursement. Reimbursement checks are forwarded to the Miami Accounting Department as they are received. The amount of reimbursement checks (receipts) received for a given period (eg. January-June, 1990) would be less than the amount of actual disbursements for that period since reimbursement checks are sometimes received a month or more after reports have been submitted. The float allows us to continue day-to-day operations in such cases.

If you need additional information please let me know.


Ernestine L. Cox
Sr. Ass't General Manager-Finance



IT'S BETTER IN THE BAHAMAS!



TOTAL CASH RECEIPTS, JANUARY - JUNE/91

JANUARY	\$ 143,269.32
FEBRUARY	365,448.07
MARCH	45,595.09
APRIL	250,138.66
MAY	223,330.75
JUNE	28.80
	<hr/>
	\$1,027,810.69
	<hr/>

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 Report Of U.S. Offices Half - Year Expenditure
 Expressed In United States Dollars
 For The Half Year Ended 30/06/91

BTO: Nat. Headquarters

	Expenditure
Salaries And Allowances	87,491.30
Health Insurance And Pension.....	154,763.26
Travel Allowances And Subsistence.....	4,466.66
Telephone And Communication Services..	15,544.34
Rentals.....	109,429.99
Printing And Reproduction.....	503.32
Repairs And Maintenance.....	607.52
Fees And Professional Services.....	3,061.05
Office Supplies.....	2,137.97
Hospitality And Entertainment.....	132.46
Office Total-----	378,137.87

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

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BTO: Support Services

	Expenditure
Salaries And Allowances.....	42,486.27
Travel Allowances And Subsistence.....	4,008.97
Telephone And Communication Services..	40,955.98
Rentals.....	6,358.32
Printing And Reproduction.....	1,147.47
Repairs And Maintenance.....	24.99
Fees And Professional Services.....	9,700.46
Office Supplies.....	708.96
Hospitality And Entertainment.....	240.28
Office Total----->	105,631.70

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Report Of U.S. Offices Half - Year Expenditure
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BT01 Southern Area

	Expenditure
Salaries And Allowances.....	29,761.97
Travel Allowances And Subsistence.....	8,072.76
Telephone And Communication Services..	4,829.71
Rentals.....	1,640.32
Printing And Reproduction.....	37.00
Repairs And Maintenance.....	559.50
Fees And Professional Services.....	1,654.23
Office Supplies.....	892.33
Hospitality And Entertainment.....	696.12
Office Total----->	48,143.94

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 Report Of U.S. Offices Half - Year Expenditure
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BT01 Groups

	Expenditure
Salaries And Allowances.....	49,622.37
Travel Allowances And Subsistence.....	13,795.38
Telephone And Communication Services..	10,086.83
Rentals.....	6,161.05
Printing And Reproduction.....	2,181.62
Repairs And Maintenance.....	87.50
Fees And Professional Services.....	7,945.36
Office Supplies.....	1,128.52
Hospitality And Entertainment.....	3,749.93
Office Total----->	94,758.56

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

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BTO: Eastern Area

	Expenditure
Salaries And Allowances.....	59,114.52
Travel Allowances And Subsistence.....	8,898.59
Telephone And Communication Services..	6,046.68
Rentals.....	446.75
Fees And Professional Services.....	1,978.57
Office Supplies.....	290.04
Hospitality And Entertainment.....	1,050.71
Office Total----->	77,825.86

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Report Of U.S. Offices Half - Year Expenditure

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For The Half Year Ended 30/06/91

BIO: Western Area

	Expenditure
Salaries And Allowances.....	33,721.32
Travel Allowances And Subsistence.....	4,947.88
Telephone And Communication Services..	2,366.91
Repairs And Maintenance.....	58.46
Fees And Professional Services.....	716.70
Office Supplies.....	413.58
Hospitality And Entertainment.....	393.67
Office Total----->	42,610.52

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

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BTO: Midwest Area

	Expenditure
Salaries And Allowances.....	43,664.72
Travel Allowances And Subsistence.....	14,801.17
Telephone And Communication Services..	7,070.62
Rentals.....	1,190.69
Printing And Reproduction.....	393.49
Fees And Professional Services.....	1,032.19
Office Supplies.....	250.62
Hospitality And Entertainment.....	3,410.04
Office Total----->	71,813.54

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

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BT01 Boston

	Expenditure
Salaries And Allowances.....	59,190.33
Travel Allowances And Subsistence.....	7,997.50
Telephone And Communication Services..	10,699.54
Rentals.....	19,802.06
Printing And Reproduction.....	328.53
Repairs And Maintenance.....	182.30
Fees And Professional Services.....	2,164.12
Office Supplies.....	1,295.97
Hospitality And Entertainment.....	1,078.82

Office Total-----> 103,539.17

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Report Of U.S. Offices Half - Year Expenditure
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BTD1 Chicago

	Expenditure
Salaries And Allowances.....	78,416.68
Travel Allowances And Subsistence.....	19,964.94
Telephone And Communication Services..	24,997.48
Rentals.....	44,014.38
Printing And Reproduction.....	2,760.47
Fees And Professional Services.....	1,311.72
Office Supplies.....	2,848.84
Hospitality And Entertainment.....	3,633.06
Office Total(---)	177,947.57

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 Report Of U.S. Offices Half - Year Expenditure
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BT01 Dallas

	Expenditure
Salaries And Allowances.....	59,166.20
Travel Allowances And Subsistence.....	6,684.23
Telephone And Communication Services..	13,312.09
Rentals.....	21,610.89
Printing And Reproduction.....	287.66
Repairs And Maintenance.....	110.00
Fees And Professional Services.....	1,015.27
Office Supplies.....	1,300.59
Hospitality And Entertainment.....	746.93

Office Total-----> 104,233.86

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

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RTD: Atlanta

	Expenditure
Salaries And Allowances.....	68,499.23
Travel Allowances And Subsistence.....	10,313.54
Telephone And Communication Services..	12,689.89
Rentals.....	18,628.66
Printing And Reproduction.....	1,631.66
Repairs And Maintenance.....	48.80
Fees And Professional Services.....	1,370.00
Office Supplies.....	605.20
Hospitality And Entertainment.....	2,200.55
Office Total----->	115,987.53

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/91

BTD1 Los Angeles

	Expenditure
Salaries And Allowances.....	74,230.37
Travel Allowances And Subsistence.....	8,801.96
Telephone And Communication Services..	14,519.47
Rentals.....	24,484.64
Printing And Reproduction.....	1,088.84
Repairs And Maintenance.....	12.10
Fees And Professional Services.....	982.44
Office Supplies.....	1,633.34
Hospitality And Entertainment.....	371.04
Office Total----->	126,124.20

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/91

RJ01 Miami

	Expenditure
Salaries And Allowances.....	124,228.31
Travel Allowances And Subsistence.....	14,538.06
Telephone And Communication Services..	14,393.86
Rentals.....	7,174.94
Printing And Reproduction.....	1,503.31
Repairs And Maintenance.....	212.52
Fees And Professional Services.....	452.46
Office Supplies.....	1,511.68
Hospitality And Entertainment.....	211.89
Office Total(---)	164,227.03

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Report Of U.S. Offices Half - Year Expenditure
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BT01 New York

	Expenditure
Salaries And Allowances.....	135,637.38
Travel Allowances And Subsistence.....	21,882.52
Telephone And Communication Services..	25,228.38
Rentals.....	115,596.46
Printing And Reproduction.....	1,262.52
Repairs And Maintenance.....	1,614.10
Fees And Professional Services.....	3,138.19
Office Supplies.....	4,468.73
Hospitality And Entertainment.....	7,837.85
Office Total----->	316,666.13

Report - US8010 Bahamas Government - Ministry Of Tourism Page
 Report Of U.S. Offices Half - Year Expenditure
 Expressed In United States Dollars
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RTD! Houston

	Expenditure
Salaries And Allowances.....	33,881.11
Travel Allowances And Subsistence.....	6,276.24
Telephone And Communication Services..	7,062.02
Rentals.....	11,511.04
Printing And Reproduction.....	222.91
Fees And Professional Services.....	591.00
Office Supplies.....	447.91
Hospitality And Entertainment.....	2,069.77
Office Total(---)	62,062.70

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Report Of U.S. Offices Half - Year Expenditure
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BT01 Washington

	Expenditure
Salaries And Allowances.....	92,211.74
Travel Allowances And Subsistence.....	12,204.84
Telephone And Communication Services..	15,158.51
Rentals.....	33,653.18
Printing And Reproduction.....	562.75
Fees And Professional Services.....	794.31
Office Supplies.....	2,076.00
Hospitality And Entertainment.....	2,481.87
Office Total----->	159,143.20

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 Report Of U.S. Offices Half - Year Expenditure
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RT01 Philadelphia

	Expenditure
Salaries And Allowances.....	40,051.64
Travel Allowances And Subsistence.....	10,547.25
Telephone And Communication Services..	8,944.08
Rentals.....	13,804.72
Printing And Reproduction.....	221.36
Fees And Professional Services.....	701.31
Office Supplies.....	1,099.72
Hospitality And Entertainment.....	2,394.89
Office Total-->	77,764.97

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Report Of U.S. Offices Half - Year Expenditure
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BTO1 Detroit

	Expenditure
Salaries And Allowances.....	45,418.78
Travel Allowances And Subsistence.....	12,600.56
Telephone And Communication Services..	13,268.93
Rentals.....	13,561.86
Printing And Reproduction.....	640.46
Fees And Professional Services.....	451.11
Office Supplies.....	1,151.24
Hospitality And Entertainment.....	1,785.78
Office Total----	88,878.72

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Report Of U.S. Offices Half - Year Expenditure
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BTO! San Francisco

	Expenditure
Salaries And Allowances.....	19,570.14
Travel Allowances And Subsistence.....	4,219.56
Telephone And Communication Services..	7,396.22
Rentals.....	5,582.98
Printing And Reproduction.....	404.92
Fees And Professional Services.....	514.14
Office Supplies.....	312.64
Hospitality And Entertainment.....	1,935.64
Office Total----->	39,936.24

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Report Of U.S. Offices Half - Year Expenditure
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BTD:

	Expenditure
Salaries And Allowances.....	440.22
Rentals.....	205.00
Office Total----->	645.22

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 Report Of U.S. Offices Half - Year Expenditure
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BTO: Charlotte

	Expenditure
Salaries And Allowances.....	14,510.48
Travel Allowances And Subsistence.....	4,505.10
Telephone And Communication Services..	4,199.59
Rentals.....	3,643.20
Printing And Reproduction.....	257.20
Repairs And Maintenance.....	.60
Fees And Professional Services.....	227.30
Office Supplies.....	10.66
Hospitality And Entertainment.....	242.22
Office Total----->	27,595.15

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Report Of U.S. Offices Half - Year Expenditure
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BTO:

	Expenditure
Salaries And Allowances.....	876.47
Office Total-----	876.47

Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/91

RTD: Latin America

	Expenditure
Salaries And Allowances.....	35,648.68
Travel Allowances And Subsistence.....	10,741.63
Telephone And Communication Services..	6,860.67
Rentals.....	5,455.29
Printing And Reproduction.....	1,453.50
Repairs And Maintenance.....	87.50
Fees And Professional Services.....	4,465.62
Office Supplies.....	623.73
Hospitality And Entertainment.....	1,626.74
Office Total---->	66,963.36

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Report Of U.S. Offices Half - Year Expenditure

Expressed In United States Dollars

For The Half Year Ended 30/06/91

Expenditure

United States Total(—)

2,451,521.51

Registrant: Bahamas Tourist Office
Registration#: 2310

The following persons in your organization filed short form registration statements on the date indicated by each name. These short forms are still in an active status. Please review and update where appropriate.

Date Filed	Name	Current Role	Termination Date?
8/03/72	Joseph F. Delaney		August 26, 1977
8/03/72	Hendrik G. van Helden		TERMINATED
8/03/72	Philip Mortimer	Manager	
8/08/73	Randolph G. Clare, Jr.	Manager	TERMINATED
8/08/73	Robert Elwood Brady		
8/14/73	Harold Eugene Gibbs	Manager	May 1, 1981
8/14/73	Frank B. Ramey		August 19, 1983
8/14/73	Dorothy Claire Howle		TERMINATED
8/14/73	Miguel T. Almunia		Feb. 14, 1983
8/14/73	Richard B. McDaniel		TERMINATED
8/14/73	Jack A. Norris		June 16, 1978
8/14/73	Betty Jane Coen		August 29, 1980
8/14/73	Richard R. Foreman		Feb. 1, 1980
8/14/73	Gordon Peter Ruppert		TERMINATED
8/14/73	Diane Torrey		TERMINATED
2/01/74	Leroy A. Huyler		June, 1975
8/02/74	Andrew P. Scantlebury		Dec. 26, 1974
8/02/74	Winston Drexel Munnings	Transferred	
2/05/75	David Livingstone Johnson		TERMINATED
2/05/75	Kenneth Allen Kuszpit		TERMINATED
2/05/75	Jerry Ray Buckingham		TERMINATED
7/30/75	Robert John Zrmack		Sept. 30, 1987
12/05/75	E. John Delevaux		Oct. 8, 1978
3/29/77	Carl Kilmer		Sept. 1, 1978
3/29/77	Leon Kopin		Jan. 24, 1978
3/29/77	Kenneth Basulto		Dec. 31, 1978
3/29/77	James Seepes		TERMINATED
8/05/77	Diane Johnson	Manager	
8/05/77	Diana Johnson	Director	June 30, 1989
8/05/77	Richard Gregory Barrett		TERMINATED
8/05/77	McNair Brown		April 30, 1982
8/05/77	Aron Hershowitz		Jan. 31, 1982
8/05/77	Craig Clarke		July 15, 1982
8/05/77	Godfrey Pratt		
8/05/77	Patrick Michaels	Director	TERMINATED
8/05/77	Craig Woods		
5/25/78	James R. Keer	Manager	Oct. 5, 1978
5/25/78	Henry Lightbourne		
5/25/78	John C. Zavitz	Transferred	May 15, 1978
5/25/78	Juanita Lilith Carey		July 31, 1979
5/28/78	Gerald R. Perrealit		Dec. 29, 1978
10/03/78	Kent A. Foster		
10/03/78	Melvin L. Sibulkin		
3/13/79	Iris P. Adderly	Sales Rep.	March 28, 1980
3/13/79	W. Ken Rolle		August 31, 1980
3/13/79	Emmett G. Saunders		April 30, 1980
3/13/79	Basil H. Smith		
10/01/79	Linville James Johnson	Manager	Dec. 17, 1980
10/01/79	Jean Ann Kathrein		

Registrant: Bahamas Tourist Office
 Registration#: 2310

The following persons in your organization filed short form registration statements on the date indicated by each name. These short forms are still in an active status. Please review and update where appropriate.

Date Filed	Name	Current Role	Termination Date?
10/01/79	Edward E. Archer	Manager	
10/01/79	Elaine M. Lesemann	Manager	
10/01/79	Norma F. Clarke-Briggs		June 1, 1988
10/01/79	Julie Ann Petschler		July 31, 1988
10/01/79	Sandra L. Morris		Feb. 18, 1982
3/28/80	Athama M.D. Bowe		Sept. 1, 1987
3/28/80	Luz Helena Latorre	Director	
4/28/80	Kenneth N. Schneider		Oct. 27, 1980
12/08/80	Andrew C.A. Albury	Executive	
12/08/80	Elaine Bethel	Executive	
12/08/80	Fanny C. Gardiner	Manager	
12/08/80	Patricia Petrie		Feb. 28, 1982
12/08/80	George W. Priester		Feb. 21, 1982
12/08/80	Kendal I. Major, II	Manager	
12/30/80	Tyrone C. Sawyer		Dec. 1, 1988
4/29/81	Rosann Levy		July 20, 1984
4/29/81	Ruth Backford Turner	Sales Rep.	
4/29/81	Venola Rolle		July 30, 1985
8/14/81	Raymond T. Harrison	Manager	
8/14/81	Robert Randall Crawford		June 30, 1985
8/14/81	Mildred Pierce		Oct. 22, 1982
7/30/82	Ralph M. Lovett	Manager	
7/30/82	Jacqueline Markelson	Manager	
9/30/83	Gordon H. Goebel		Dec. 12, 1983
10/25/83	Edgar T. Pitman		June 30, 1985
2/28/84	Luis H. Izquierdo		Sept. 5, 1985
2/28/84	John Loughery		Jan. 13, 1986
2/28/84	Blaine M. Stoddard	Manager	
4/25/84	Findley Patterson Wolffe		July 15, 1984
10/02/84	Jeremiah T. Reid	Manager	
8/26/85	Herman Barnathan		Terminated
3/10/86	Ronn L. Gibbs		Terminated
3/10/86	Richard A. Neustadt		July 31, 1988
8/27/86	Wanda Robertson Watts	Manager	
8/20/87	Jim Collins		Sept. 13, 1988
8/20/87	Walter A. Elsaesser		Jan. 31, 1991
8/31/88	Thomas Michael Horn	Manager	
4/20/89	Richard Weinstein	Manager	
9/13/89	Kirk E. Beck	Manager	